

Want Ads.,  
Agriculture,  
Commerce

# The Times

INDUSTRIAL SECTION

# Dispatch

Financial,  
Manufacturing,  
Real Estate

THE TIMES FOUNDED 1884.  
THE DISPATCH FOUNDED 1882.

RICHMOND, VA., SUNDAY, FEBRUARY 9, 1913.

## WINDOW NAMED "THE RICHMOND"

Factory Established in  
This City for Manufacture  
of New Thing.

SURE VENTILATOR;  
HOUSEKEEPERS' JOY

Hustling Young Virginian Finds  
Good Thing, Brings It to  
Richmond, Organizes Com-  
pany and Gets Busy—Fac-  
tory Located in South  
Richmond—What It Is.

Something less than a year ago the suggestion was made in the Industrial Section that every manufacturer of the city would do a good thing if he stuck the name of Richmond to at least one product of his factory, in order that the name of Richmond should be blazoned before the world wherever that product might be sold, and this city should be known far and wide as a manufacturing center in which all kinds of good and valuable things are made. One manufacturer, the maker of mighty good goods, wrote to me to complain of my ignorance, in that I did not know he was making a most useful article that was known in many sections as "the Richmond". I did happen to know it, and it was not said that there was no article made here that bore the name of "Richmond". It was only suggested that every factory in or about the town ought to so dub some product.

I do not know that the suggestion made at that time had anything to do with it, but the fact remains that the newest manufacturing establishment to locate in this gateway to the South has stuck the name Richmond in big letters on its only product, said product being known as "The Richmond Window". The fact is, too, that the product is not the whole window, but a very important part of it, and is something that is really new and yet as simple as a small sum in addition and as essential to health and comfort as the doctors and scientists tell us proper ventilation is, for "The Richmond Window" manufactured solely by the National Adjustable Window Corporation, of this city, a corporation that recently organized, is claimed to be a perfect ventilator.

**The Earth for Territory.**

The company has established and equipped its factory at the corner of Sixth and Stockton Streets in South Richmond, and opened an office in the Times-Dispatch Building, on Tenth Street. The factory in South Richmond, which is in charge of T. M. House, superintendent, is fully equipped with all of the very latest machinery necessary for the manufacture of the patented steel stile which differentiates the Richmond Window from all other windows. This stile is simply a steel, sheradized implement, which may be attached to an ordinary window sash of any style, making it easily adjustable to any angle, and enabling any person, even a child, to regulate ventilation for cleaning and washing from the inside, and to do that without interfering in the least with the screening that is necessary to keep out the flies and the mosquitoes. It is a very simple invention and the work is that it has not been in use all these years and even centuries.

The company owns all of the patent rights and they expect to make the plant one of the busiest and most active among the many industrial propositions in this city, for they have the whole world for territory in which to install the Richmond window.

**The Richmond Window's Claims.**

The corporation is young, very young, but it expects to do a great business, having installed or contracted to install the Richmond window in large buildings in Richmond and elsewhere, among them The Times-Dispatch Building, the Chamber of Commerce Building and others in this city; the Manufacturers' Record new building in Washington, and a large number of smaller buildings in Virginia and other parts of the country.

It is claimed for the Richmond window that by its use ventilation is thoroughly controlled, and that with either or both sashes opened into the room from the position of the closed window, permits an inflow of air in any desired volume and not a direct draft, but a diffused and equally distributed current to the upper part of the room, whence, after a few minutes, it falls gently to the lower level.

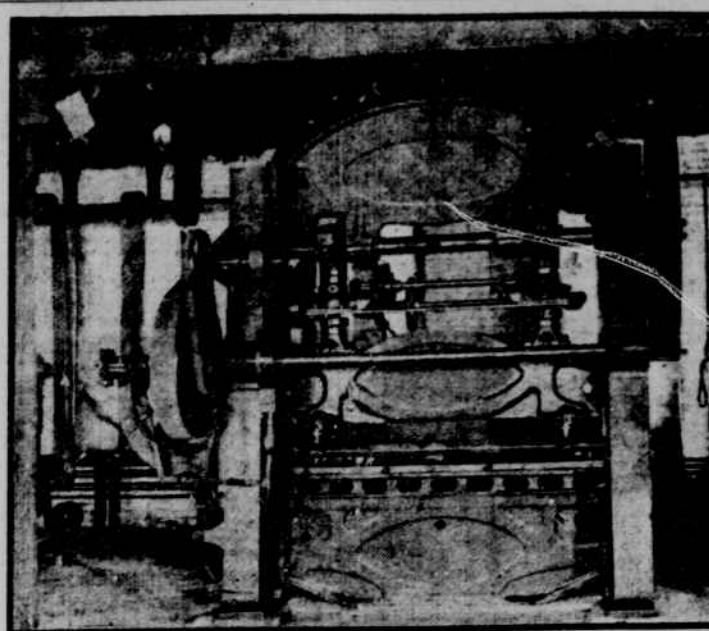
Thus a bounteous supply of pure air, so vitally necessary to good health, may be at all times had without exposure to direct drafts, which are without question the primary cause of a multitude of ills, for, be it remembered, that fresh air, in whatever quantity, is never in itself the cause of sickness; on the contrary, it is the prime requisite to perfect health and hygiene. It is the exposure to direct draft which brings on many of the numerous ills to which flesh is heir.

**The Crowning Virtue.**

Another good thing which is claimed for "The Richmond" will strike the average housekeeper as its crowning virtue. Everybody knows that in the home, as too in the office and elsewhere, the unavoidable exposure and no difficulties, and danger of injury, maiming, and not infrequently, death, attendant upon the operation of cleaning the ordinary window, make it an unwise and dreaded task, naturally deferred each time so long as may be, usually longer than should be; for the cleaner, whether mistress, maid or man, must reach out, with much exertion, from the inside, perch upon the outer sill, perhaps fastened with straps about the waist as a precaution against falling—either way disagreeable enough at best—not to speak of the additional expense when the cleaner has to be especially employed to do the work.

The claim is that in the case of this new window, the cleaning becomes almost a pleasure, at least is no longer a bugbear, for the patented steel stile allows the window to be opened into the room both upper and lower sash, and that from the very base of the window frame, thus affording the easiest access to both sides of each sash, the cleaner standing on the floor of the room; and, if desired, the strictest privacy may be secured, entirely concealing the operation from without.

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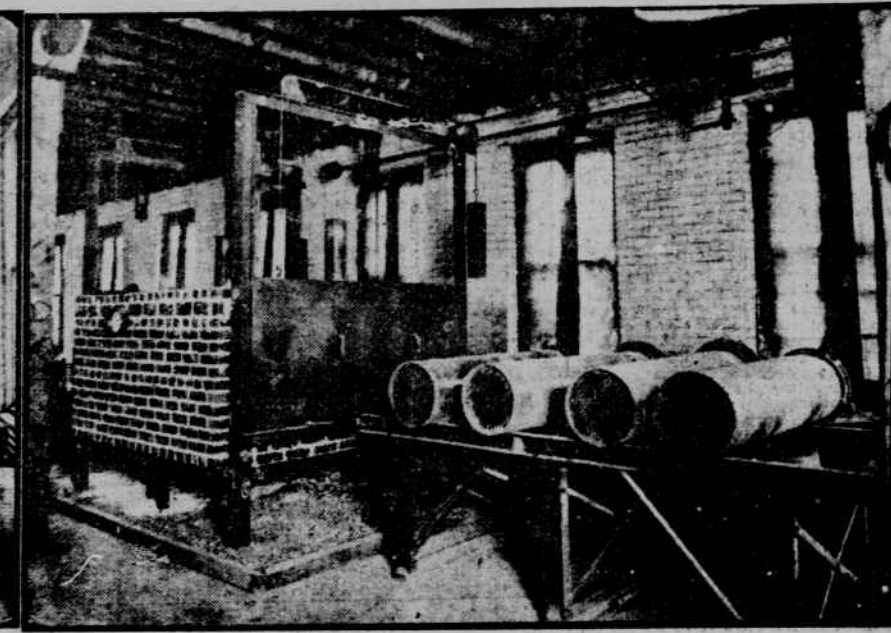
THE FORMING PRESS.



FINISHING ROOM.



FACTORY IN SOUTH RICHMOND.



SHERADIZING OVEN.

## EXAMPLE FROM THE COTTON BELT

What an Alabama Negro Did by  
Intensive Farming Methods.  
Crop Rotation.

BIG RESULTS FROM 2 ACRES

Similar Methods Applicable in  
Virginia—Just as Good  
for Other Crops.

The Federal Bureau of Agriculture has issued a bulletin showing the results obtained by a negro farmer in Alabama through the intensive cultivation of a two-acre plot of ground. This negro farmer, whose name is Sam McCall, is an ex-slave now more than seventy-five years of age. After the war of '61-'65 he decided to remain as a tenant on the plantation of his former owner. Being thrifty, a hard worker, and a good manager, he was soon able to make payment on forty acres of land to begin farming for himself. Later he acquired 123 more acres, or a farm having a total of 163 acres. This land was so grown up with brush and so cut up with gullies that only parts of it were tillable. Even so, the tillable acres were deficient in organic matter because they had been exhausted by previous tenants. After working such portions of his land for fifteen years as were tillable, and growing cotton and corn, the crops common to the section where the farm is located, the negro arrived at the conclusion that a farmer with a limited equipment, who was doing practically all his own work, could accomplish better results by concentrating his efforts on a smaller area of land. On the basis of this decision, he selected two acres near his cabin, and during the past twenty-one years has devoted his time and energies to increasing the producing qualities of this small area.

**Soil and Its Improvement.**

Improvement of the land was begun by increasing the organic content of the soil. Leaves and other vegetable matter from the nearby woodland were procured and plowed under. Corn stalks, cotton-stalks, and all weeds from the fence corners were also plowed under, and practically everything but the hut and a portion of the seed was returned to the land.

With the increased organic content and greater depth of soil came a corresponding increase in the yields of crops. So that after a few years the land was producing a bale or more to the acre. By 1898 the soil had become so rich that seven bales were produced on the two acres, and for several years the yield averaged close to that mark. When it is remembered that the average yield of cotton in the South is but little more than one-third of a bale per acre, these yields on two acres are seen to be fully ten times as much as the average.

Noting that certain plants produced much more cotton than others, McCall was led to take up plant selection at an early date, and for a number of years has saved the seed from only the best plants for planting purposes. In this way developing a high-yielding strain, which is locally known as the Sam McCall cotton.

As McCall's reputation as a producer of big yields has grown, he has had no difficulty in selling his surplus.

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## NEW INDUSTRIES IN THE SOUTHLAND

Development Proceeds Here,  
There and Everywhere All  
Down in Dixie.

[Special to The Times-Dispatch.]  
Baltimore, February 8.—Among the many Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

Consolidation Coal Company, Baltimore, Md., authorized \$4,500,000 notes, sold to New York syndicate, to continue and add to Kentucky developments, including enlargement of operations in Miller's Creek field, W. Va., plans contemplate increasing annual output to 1,000,000 tons coal.

Stokes-Sheffield Steel and Iron Company, Birmingham, Ala., will construct three and a half miles of railroad and two coal washers at Russellville, Ala., to cost \$25,000, built washers and

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## FISH INDUSTRY IN NORTH CAROLINA

Craven County Ambitious to  
Lead the State in Good  
Roads Making.

[Special to The Times-Dispatch.]  
New Bern, N. C., February 8.—Not before in many years has there been so many shad found in the waters of Neuse and Trent Rivers in this section. Fishermen coming to this port often have their boats loaded to the gunwales with this variety of water food. A good catch of shad, either huck or roe, is worth a neat little sum, and many of the fishermen have been able to considerably increase their bank accounts during the past few weeks. The increased supply of shad is attributed to the opening of the new Inland Waterway Canal from the ocean to Neuse River. Oysters also are plentiful and are commanding a good price. All along the coast large catches of fish are being reported. At Beaufort and Morehead City, shad days ago seven solid carloads of fish were shipped North and West. This is the largest shipment made in many years in a single day.

With \$15,000 to spend in building good roads, the Craven County officials decided to secure the services of a man who thoroughly understood the business or road building. Considerable time was spent in finding a man fitted for this work and who was not already employed. Dr. Joseph Hyde of Raleigh, has been greatly interested in this proposed work, and with his aid the commissioners have secured the services of R. E. Snowden, of Snowdens, N. C., who is an expert road builder and who thoroughly understands every detail of the business. Mr. Snowden's application for the position has been received and accepted, and he will start to work at once. Craven County has recently become greatly interested in the good roads movement, and it is the intention of those who have the power to do so to see that the county becomes one of the leading counties in the State in this work. Every road leading into the city will be put in the very best of condition for several miles. Later other roads in the county will be worked upon.

## TOBACCO SALES IN VARIOUS MARKETS

Farmers Crowded Richmond  
Warehouses at Bad Time,  
and Market Weakened.

DELIVERIES IN OTHER TOWNS

Better Prices in Farmville—Dan-  
ville's Showing on Brights.  
Eager Buyers All Over.

All of the tobacco markets in Virginia and some in North Carolina have had another busy week in handling the loose leaf stock from the barns of the tobacco growers.

The offerings on the warehouse floors in Richmond consisted of the sun cured leaf in large quantities and the fire cured and smoked black tobaccos in smaller quantity. The total sales for the week were about 1,250,000 pounds. The sales commenced Monday morning and lasted until Friday afternoon. In the sun cured offerings the lower working grades of leaf predominated, although there were here and there numerous good lots of fine fillers and medium to good wrappers. No extra fine wrappers have yet shown up, and it is doubtful if there are any from last year's crop to show up.

On all sun cured stocks there was a noticeable weakening in prices, due entirely to a fact of which the farmers had ample notice. The deliveries have been so heavy for the past five weeks the manufacturers and other dealers have filled their leaf houses to overflowing, and until this purchased stock can be handled and put in bulk, some of the buyers will have to remain off the market. The farmers were advised by circular and otherwise to hold back for the next week or ten days, but they would bring the goods to town, and that's the loss.

The cold snap will do more to hold the tobacco back than the advice of the warehousemen, and because of the colder and harsher weather, which put the leaf out of handling order, the deliveries this week will probably be very much smaller than they were last week.

**Drakes Branch Tobacco Market.**  
[Special to The Times-Dispatch.]  
Drakes Branch, Va., February 8.—The receipts for the past week have been heavy and prices continue firm on all leaf grades. There has been a slight decline in lugs during the past three weeks. The crop is a poor one, the farmers are well pleased with their prices. Wrappers are scarce and high, a good many piles having been sold for January nearly 2,000,000 pounds, drawing from Appomattox, Prince Edward, Lunenburg and Campbell Counties. While the crop is a poor one, the farmers are well pleased with their prices. Wrappers are scarce and high, a good many piles having been sold for January nearly 2,000,000 pounds. There is a fine crop of buyers, and the market is in better condition as to prices and for facilities of handling than it ever was.

**Lynchburg Tobacco Market.**  
[Special to The Times-Dispatch.]  
Lynchburg, Va., February 8.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of leaf tobacco sold on the Lynchburg market:

Sold week ending February 7, 1,112,700 pounds, sold week ending January 31, 1,242,500 pounds, increase this week, 242,500 pounds.

Sold from September 1, 1912, to February 7, 1913, 16,123,500 pounds, sold from September 1, 1911, to February 7, 1912, 15,123,500 pounds.

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## MINERAL OUTPUT IN THE SOUTHLAND

Facts and Figures Showing  
Dixie's Mineral Wealth—Wonder-  
ful Development Going On.

The interesting facts below were  
compiled from official reports for the  
Manufacturers' Record:

In 1880 the \$18,225,508 of minerals produced in the South constituted about 5 per cent of the total value of the country's mineral output. Last year the Southern production of \$375,000,000 was greater than that of the whole country in 1880, and was nearly 18 per cent of the 1912 total output.

Since 1880 the value of the mineral output of the United States has aggregated \$32,509,610,991, included in the output being such primary manufactures as pig iron, carrying the value of the iron ore, and articles into which they enter.

The figures giving the annual output of the United States have been aggregated \$32,509,610,991, included in the output being such primary manufactures as pig iron, carrying the value of the iron ore, and articles into which they enter.

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## MAY VOTE BONDS FOR GOOD ROADS

Edgecombe Commissioners Want  
Issue of \$200,000  
Authorized.

[Special to The Times-Dispatch.]  
Rocky Mount, N. C., February 8.—A bond issue of \$200,000 for good roads in Edgecombe County will be submitted to a vote of the county this spring, according to the agreement reached by the Board of County Commissioners at a meeting on Wednesday. A bill authorizing the county to vote for this amount in bonds for roads will be introduced in the State Legislature at once by special request and the election ordered.

It is planned to divide the total amount into two equal portions, \$100,000 to be used for the erection of permanent bridges and culverts, and the other \$100,000 to be expended on permanent road improvement. While the question is not definitely decided, it is very probable that the roads will be improved by the sand clay system, as this method has been found to give general satisfaction in this section.

The section of good roads, of which Rocky Mount is the centre, of the two counties of Edgecombe and Nash was proved the leaves which is working upon the remainder of the two counties. By special legislative enactment a road district with the town of Rocky Mount as the centre was created, and the roads in this district have been treated with sand clay and macadam, so that now there are good roads leading from this city for a number of miles in each direction, running out into each of the two counties named. For some time there has been an agitation for the issuance of bonds for Edgecombe County to give that county a thorough system of roads, and the action now taken by the county commissioners is in answer to a well-defined demand upon the part of the residents of the county. It is very probable that the commissioners of Nash County will take similar action shortly. If this is done, it will make Rocky Mount the centre of the most extensive system of good roads in Eastern North Carolina.

## WEST POINT AND ITS GREAT FUTURE

Little Man From Ohio, and  
United People Who  
Stand by Him.

THREE MILLIONS ON TAP

Railroad and Steamship Line  
Spending Vast Sums to Meet  
Port Richmond Development.

West Point, Va., February 7.—Away back yonder, I do not know just how long, but it was when the old Richmond and Danville railroad bought the Richmond and York River road and located its terminals here, West Point commenced to be something worth talking about. For a few years the town grew rapidly and everybody, at least everybody here, believed it was going to become a mighty seaport city. But West Point got a black eye from which it has suffered more or less ever since. Soon after the Richmond and Danville and its acquired branch became the Southern Railway, the company pulled up the most of its terminal stakes here and moved them to Norfolk, or rather to Pinner's Point, and this is what gave this town its black eye. It not only ceased to grow but went backward. It is true that the oyster interest, and the fish interest, and some other small industries remained here and have done well, and it is true that the railway kept on doing business here, it had to, and the boats came from Baltimore and returned on time, but the town as a whole did not prosper, while the contrary. The people who remained here became discouraged, were prone to weep over what they had lost and discuss what had been, instead of hustling to overcome the set-back and to bring things to pass in spite of setbacks and black eyes. But all of these things have changed now and West Point is again decidedly in the limelight. There is no town in Virginia with a brighter future, for there is no town in the state that is going to have more money invested for its good this year and next year than West Point.

**Little Man From the West.**

A little over two years ago there landed here a health-broken man, a native of Ohio, who had been traveling around in the South in search of health and a good location for business when he should regain his health, as he confidently expected to do. He had been health-seeking and prospecting pretty much all over the South, from Florida to the Potomac. After spending a few days here and driving around in the country through King William and adjoining counties, he concluded that the region about the York River and the Mattaponi and the Pamunkey suited him and were fitted to his industrial purposes and his development. He had seen and better than any lands he had seen and better than conditions he had met up with in all of his travels. This man was Crosby Thompson, then of Cleveland, Ohio, now of Virginia, and he is the man who has done more than any other person to bring things to pass in and around West Point in the last two years.

Mr. Thompson looked the situation over in the last two years.

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## REAL ESTATE AND BUILDING NEWS

Ground-Hog Month Is  
Year's Beginning With  
Real Estate Men.

ACTIVE INQUIRY  
AND MUCH SELLING

Several Large Transactions in  
Business Property — Railroad  
Valley Much in the Lime-  
light—Big Doings About in  
Reservoir Region and to  
West—New Apartment.

The fraternity of real estate dealers in Richmond always looks forward to February as the real opening month of the year, so far as their business of buying and selling portions of the earth is concerned. No matter how dull a month January may have been, no matter how near the weather the soul of the average Richmond real estate agent. The month is short on days, but it is usually long on real estate deals in and about this good city.

In January of each year the men who operate in realty take much time to cast up books. Some of them who do buying are drawing their dividends on bank stocks and other investments, and the sellers of the same sometimes determine the length and strength of their realty transactions for some time to come. And then, too, January is a kind of jockeying month, during which the agents and the specialists and the investors and the pluggers go a good deal of sparring for position and all that kind of thing. January is a long month, and they get a sufficiency of this kind of thing by the 31st, and so as a general rule they are all in position and ready for the word "go" when the first day of the shortest month in the year dawns.

**Healthy Business for the Week.**

The doings of the first week of this February not only verify the above statements, but indicate that, like Woodrow Wilson, the real estate agents and dealers of this city have no fear of the "13" at the black end of this good year's name and that something like Wilson luck has been with them all the week.

Some big deals have been pulled off and others are being warmed up in the market and will be batched out in due time. The real estate records show numerous more or less heavy transactions that were wound up last week, such, for instance, as the sale of Dr. Edward McGuire's (Dr. McGuire) and others aggregating possibly \$50,000, and Franklin Street property to the amount of as much as \$75,000 and Main Street ground to the amount of quite \$60,000, but about the most notable of these is the sale of the city limits, but to points Street, realty will tell anything until all of the deeds are recorded. And then scores of smaller pieces of ground all about downtown and out in Railroad Valley.

**In Residential Sections.**

All of this is mainly to business properties. The good selling and the activity of the past week went on out to residential sections, and coming residential sections, not only in the city limits, but to points Street, and out in the suburbs. There was marked activity in the Reservoir, and Byrd Park section and to the west of that locality, about Park and Redd and William Miller & Co., and perhaps other agents made a number of most satisfactory sales of lots upon which it is said neat and cozy homes are soon to be built.

Gibbons & Nuckolls, Moorefield & Blake, Green & Redd, Amos & Co., and others did much business in the region of the Reservoir and the new locality, and they tell me to continue for some time to come, judging by the much inquiry for home sites thereabout.

**In Railroad Valley.**

But coming back to the business part of town. The business has been recent activity in the Railroad Valley section. Green & Redd sold six factory or warehouse sites in that locality last week, and say there is just the inquiry for more as to land to be sold in the valley will be long by the leading manufacturing section of the city.

The proposed opening of Fifteenth Street and the trackage facilities that are now and are to be provided may have something to do with bringing forth this property. Ramsey & Co. have also sold between five and six hundred front feet in the Valley, and they have a long page of inquiries for the first week in the ground-hog month about it.

Gibbons & Nuckolls report some good sales, among them the following: A lot at the northeast corner of the Boulevard and Taylor Street to F. E. Hatcher, upon which the (Hatcher) is going to build a \$100,000 residence, sixty feet on the southwest corner of the Boulevard and Taylor Street to Mrs. Simon Seale, on which she will proceed at once to erect a \$100,000 apartment house, which will be an exact counterpart of the Brooke apartment, on Monument Avenue, 242 feet on Ashland Street, fronting the new lot and seen and better than conditions he had met up with in all of his travels. This man was Crosby Thompson, then of Cleveland, Ohio, now of Virginia, and he is the man who has done more than any other person to bring things to pass in and around West Point in the last two years.

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